

Message Text

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ACTION EB-11

INFO OCT-01 ARA-16 ADP-00 COME-00 XMB-07 AID-20 TRSE-00

OMB-01 FRB-02 FAA-00 CIAE-00 INR-10 NSAE-00 RSC-01

RSR-01 /070 W

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R 302145Z AUG 73

FM AMEMBASSY TEGUCIGALPA

TO SECSTATE WASHDC 5153

C O N F I D E N T I A L TEGUCIGALPA 3304

PASS EXIM

E.O. 11652: GDS

TAGS: BEXP ETRN ETRD HO

SUBJ: BOEING SALES TO SAHSA AND TAN

REF: TEGUCIGALPA MEMCON 8/13/73

1. FOLLOWING UPON SUGGESTION MADE BY BOEING REPRESENTATIVES (WHO WORRIED ABOUT REPORTED BRITISH EFFORTS TO PROMOTE PURCHASE OF BAC-111S) EARLIER THIS MONTH, AMBASSADOR TOOK OPPORTUNITY IN HIS CONVERSATION WITH GENERAL LOPEZ AUG. 29 TO THANK HIM FOR THE DECISION MADE BY SAHSA AND TAN TO BUY AN AMERICAN PRODUCT. LOPEZ STATED FREELY THAT A BRITISH SALES AGENT ACCOMPANIED BY THE BRITISH AMBASSADOR HAD VISITED HIM SOME TIME AGO TO PERSUADE SELECTION OF BAC INSTEAD OF BOEING. LOPEZ SAID THEY EMPHASIZED CERTAIN SELLING POINTS, I.E., THAT OTHER C.A. AIRLINES SUCCESSFULLY OPERATED BAC-111S, THAT MAINTENANCE, SPARE PARTS, ETC. WOULD THEREFORE BE READILY AVAILABLE. HIS REPLY WAS THAT SUCH ITEMS WERE PART OF THE BOEING PACKAGE AND THAT THE AIRLINES DEFINITELY WANTED THE 737S. HE SAID THAT BRITISH CONTINUED TO PUSH SO HARD, HOWEVER, OFFERING AN ALL EXPENSES PAID TRIP TO LONDON FOR SAHSA REPRESENTATIVES TO SEE THE BAC-111, THAT HE DECIDED TO HUMOR
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THEM BY ACCEPTING THE TRIP EVEN THOUGH THERE WAS NO

INTENTION TO BUY BRITISH. (NOTE; SAHSA REPS DID VISIT LONDON IN JUNE OR JULY).

2. AMBASSADOR ASKED LOPEZ IF THERE WAS ANYTHING WE COULD DO TO MOVE THE DEAL ALONG. LOPEZ REPLIED NO, THAT EVERYTHING WAS GOING ALONG FINE, AND THAT THE FIRST LADY HAD ALREADY SELECTED THE COLORS FOR THE INTERIOR OF SAHSA'S 737.

3. IN SEPARATE CONVERSATION ON AUG. 29, EMBOFF SPOKE WITH BILL SPOHRER, PRESIDENT OF TAN AIRLINES, WHO ALSO SAID THAT TAN AND SAHSA DEFINITELY WANTED THE BOEING PRODUCT. HE SAID THE CONTRACTS WHICH THE AIRLINES HAD SIGNED WITH BOEING WOULD BECOME EFFECTIVE SEPT. 1 CONDITIONED UPON THE AIRLINES FINALIZING ALL FINANCIAL ARRANGEMENTS. HE SAID THE AIRLINES WOULD NOT BE ABLE TO FINALIZE THESE ARRANGEMENTS BY SEPT. 1 AND THAT THEY HAD RECEIVED AN "INFORMAL EXTENSION" FROM BOEING UNTIL THE END OF SEPT. HE CONCLUDED BY SAYING THAT THE 737 IS "THE AIRCRAFT WE WANT. ONLY THING NOW IS HOW TO PAY FOR IT."

4. ACTION REQUESTED: DEPARTMENT PLEASE CONTACT JOHN C. WARD OR ROY S. PETERSON (BOEING/SEATTLE), TO INFORM THEM THAT AMBASSADOR DID DISCUSS PURCHASE WITH GENERAL LOPEZ AS THEY HAD SUGGESTED, AND THAT LOPEZ GAVE ASSURANCES THAT ALL WAS WELL WITH THE SALE.

5. COMMENT: MOST FACTORS FAVOR THE BOEING SALE. NONETHELESS, ITS LOSS COULD FOLLOW FAILURE OF TAN AND SAHSA TO OBTAIN FINANCING. WE ASSUME THAT BOEING AND EXIM BANK ARE FACILITATING TAN AND SAHSA EFFORTS AT THIS STAGE.
SANCHEZ

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